

Message Text

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FM AMEMBASSY BELGRADE

TO USDOC WASHDC IMMEDIATE

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AMCONSUL ZAGREB

UNCLAS BELGRADE 4381

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJ: NAFTAGAS TEAM VISIT

PASS OIM/DJOHNSON

1. SUMMARY: THIS MESSAGE SUPPLEMENTS INFORMATION
TELEPHONE SEPTEMBER 3 TO JOHNSON, WHOSE NAME
EMBASSY HAS PROVIDED AS COMMERCE CONTACT FOR NAFTAGAS
TEAM VISITING IBRD. TEAM HOPES COMMERCE CAN FIX
APPOINTMENTS SEPTEMBER 6 IN WASHINGTON OR NEW YORK
WITH FIRMS PREPARED NEGOTIATE SALE OF STEEL PIPE
FOR GAS PIPELINE. EMBASSY RECOMMENDS SPECIAL
ATTENTION TO NAFTAGAS VISITORS, SINCE THIS MAJOR
OIL COMPANY IS IMPORTANT CUSTOMER IN ITS OWN RIGHT
AND ALSO IS PARTICIPANT IN YUGOSLAV (PAN ADRIA) PIPELINE PROJECT.
WOULD APPRECIATE REPORT ON RESULTS OF VISIT. END SUMMARY

2. TEAM MEMBERS: COMMERCIAL DIRECTOR ZLATOMIR
KATIC (SPEAKS ENGLISH) AND ENGINEER JOSIP PAL
ARRIVE SEPTEMBER 5. THEY WILL TELEPHONE JOHNSON
EARLY SEPTEMBER 6 TO LEARN WHETHER APPOINTMENTS
ARRANGED WITH PIPE SUPPLIERS. LEAVE ANY MESSAGES
FOR THEM AT YUGOSLAV EMBASSY. DIRECTOR OF GAS
PRODUCTION RACA MAROJEVIC AND MESSRS. DIVJAK,
DJARKOVIC, AND KOLAC ARRIVE SEPTEMBER 7. ENTIRE
TEAM WILL BE INVOLVED IN IBRD DISCUSSIONS
SEPTEMBER 9 AND 10. ASSISTANT SECRETARY OF FINANCE
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GAVRA POPOVIC WILL PARTICIPATE. TEAM MEMBERS

AGAIN AVAILABLE AFTERNOON SEPTEMBER 10 OR NEXT DAY
FOR NEGOTIATIONS ON PIPE.

3. PIPE REQUIREMENT: BACKGROUND CONTAINED USDOC
12090 AND PREVIOUS. BELGRADE 3830 LISTS QUANTITY
AND SIZE REQUIRED. NAFTAGAS STILL WISHES US OFFERS
SINCE JAPANESE AND EUROPEAN BIDDERS ALSO HAVE BACK-
LOG AND PROPOSED DELIVERY DATE POSTPONED.

4. OTHER PIPELINE NEEDS: NAFTAGAS TEAM VISITING
IBRD TO DISCUSSE FUTURE TENDERS. THOUGH IBRD RULES
PRECLUDE ADVANCE DISCLOSURE OF SPECIFICIATIONS,
TEAM CAN DISCUSS GENERAL PURCHASING PLANS, AND
TENDERS ALREADY ISSUED, FOR (A) SUPERVISORY
CONTROL, TELEMETRY, COMMUNICATION AND INSTRU-
MENTATION SYSTEM, (B) PIPELINE VALVES AND FITTINGS,
AND (C) COMPRESSORS. SEPTTEL PROVIDES PRELIMINARY
INFORMATION AND PREQUALIFICATION REQUIREMENTS ON
CONTROL AND TELEMETRY SYSTEM.

5. EXPANSION PROGRAM. TEAM CAN DISCUSS PROJECTED
EXPANSION OF REFINERIES AND PLANS TO IMPROVE
SECONDARY OIL RECOVERY. ANY MENTION OF PENDING
US-NAFTAGAS JOINT VENTURE SHOULD BE TREATED AS
RESERVED INFORMATION, AT US COMPANY'S REQUEST.

6. YUGOSLAV PIPELINE: COMMERCE CAN GET TEAM'S
READING OF PROGRESS, SINCE NAFTAGAS IS A PARTICIPANT
IN SONSORTIUM FORMED FOR THE PROJECT.

7. COMMENT: NAFTAGAS IS MAJOR CUSTOMER. COMPANY
PLEASED WITH EMBASSY/COMMERCE COORDINATION AND FAST
RESPONSE THUS FAR TO PIPE REQUIREMENT. ASSISTANCE TO TEAM
IN WASHINGTON WILL HELP OPEN ADDITIONAL OPPORTUNITIES
TO US SUPPLIERS.

8. ACTION REQUESTED: SPECIAL ATTENTION TO TEAM AND
A REPORT TO PERMIT EMBASSY FOLLOW-UP.
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